

Message Text

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INFO OCT-01 EA-07 NEA-10 ISO-00 EB-07 /025 R

DRAFTED BY COM/BIC/OED/OBOD/OPIOS: DCSTOW/LM

APPROVED BY EB/OCA/CM/LKLIEFORTH

COM/BIC/OED/OBOD/OPIOS: DOGORDON

COM/BIC/OED/OBOD: RECOHEN

COM/BIC/CAGNE/246: GBECK

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R 041925Z SEP 76

FM SECSTATE WASHDC

TO AMCONSUL DHAHRAN

INFO AMEMBASSY JIDDA

AMCONSUL HONG KONG

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E.O. 11652:N/A

TAGS: BTIO, SA

SUBJECT: KIMBERLY CLARK REQUESTS INFO ON CHANGE OF OWNER-
SHIP OF ITS SAUDI DISTRIBUTOR-LICENSEE

1. SUMMARY: KIMBERLY CLARK (KC) COMPANY, NEENAH, WISCONSIN,
SEEKING AN OBJECTIVE APPRAISAL, REQUESTS ASSISTANCE IN
CLARIFYING CHANGE IN OWNERSHIP OF ITS LICENSEE IN AL-KHOBAR
WHICH MANUFACTURES SOME OF KC'S CONSUMER PRODUCTS AND IS
ITS EXCLUSIVE DISTRIBUTOR IN SAUDI ARABIA.

2. KC SIGNED ORIGINAL AGREEMENT WITH SULEIMAN OLAYAN AND
SON OF BEIRUT WHICH FORMED THE GENERAL TRADING COMPANY
WHICH HAS BEEN KC'S DISTRIBUTOR SINCE 1948 AND MANU-
FACTURING LICENSEE SINCE 1968.

3. ON AUGUST 27, 1976, AS REQUIRED BY ITS AGREEMENT, KC
RECEIVED LETTER ASKING IT TO ACCEPT CHANGE IN OWNERSHIP
OF ITS LICENSEE-DISTRIBUTOR.

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4. NEW OWNER OF THE GENERAL TRADING COMPANY IS A FIRM CALLED TRANSPORTATION AND TRADING INC. (TTI). KIMBERLY CLARK INFORMED THAT ONE OF THE OWNERS OF TTI IS JARDINE MATHESON OF HONG KONG. KC BELIEVES THAT AMERICAN EXPRESS MIDDLE EAST DEVELOPMENT CO. MAY ALSO BE AN OWNER OF TTI,

SINCE AMERICAN EXPRESS WAS ASSOCIATED WITH SULEIMAN OLYAN IN THE OWNERSHIP OF GENERAL TRADING.

5. AS APPROPRIATE, KC WOULD APPRECIATE RECEIVING INFORMATION ON REASONS FOR THE CHANGE IN OWNERSHIP OF GENERAL TRADING AND ANY ADDITIONAL COMMENTS THAT WOULD HELP KC EVALUATE THE NEW SET UP.

6. KC SPECIFICALLY WOULD LIKE TO KNOW SULEIMAN OLYAN'S PERCENTAGE OWNERSHIP OF TTI. ALSO, WHETHER THERE COULD BE A PROBLEM WITH A CONFLICT OF INTEREST BETWEEN GENERAL TRADING'S OPERATIONS AND OTHER ACTIVITIES OF JARDIN MATHESON.

7. KC WOULD ALSO APPRECIATE A BRIEF DESCRIPTION OF JARDINE MATHESON'S OPERATIONS IN THE MIDDLE EAST AS NO WTDR IS AVAILABLE IN COMMERCE FOR THAT REGION. ROBINSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE220396
Document Source: CORE
Document Unique ID: 00
Drafter: DCSTOW/LM
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760336-1198
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760989/aaaacyeh.tel
Line Count: 84
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 26 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26 MAY 2004 by BoyleJA>; APPROVED <20 SEP 2004 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: KIMBERLY CLARK REQUESTS INFO ON CHANGE OF OWNER- SHIP OF ITS SAUDI DISTRIBUTOR-LICENSEE
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Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006